

GAME PLAN OF 1983 ACTIVITIES

EXECUTIVE DIRECTOR'S REPORT

The opportunity to share thoughts with you on the impact of events during the fiscal year ending June 30, 1983 is both timely and difficult. It's timely because of the need for rededication to the long standing purposes for the existence of the Evansville Association for the Blind and it's difficult because the year proved to be a serious threat to our traditional way of doing business.

The game board in front of you depicts areas of service and the number of people touched by the activities of the Association. They are a gauge to measure how well the Association was able to meet the needs of the handicapped of the tri-state area.

While working in close cooperation with other community agencies to provide for the person, the person who is physically or emotionally handicapped, socially or culturally disadvantaged, deprived of the means of earning a living and in whom we share a strong sense of responsibility, the Association has continued to be the primary provider of specialized services to the blind and visually handicapped of Southwestern Indiana.

Reduction in income from sub-contract work and in fees from rehabilitation services was unexpected and created a major deficit in our operational funds. However, donations and bequests from interested corporations and individuals reduced the overall impact and we thank our benefactors for this financial support.

Our purpose is essentially caring for the person. We do this with a concerned staff, dedicated volunteers, and strong community support. To each our thanks.

Frank E. Kern

REHABILITATION DIVISION

Alana Frasier, Director
Jimmy D. Hibbs, Work Adjustment Supervisor
Richard Korassal, Placement Specialist
Kathy Martin, Secretary
David Polk, Rehabilitation Counselor
Michael Scheib, Director, Orientation & Mobility
Lynn Zirkelbach, Orientation & Mobility Instructor

63 clients served

43 visually impaired or blind clients served
20 clients served with other handicaps

Visually impaired or blind clients receiving braille lessons 10



Visually impaired or blind clients receiving orientation and mobility 17



Visually impaired or blind clients receiving the activities of daily living program 16



Visually impaired or blind clients receiving counseling 29
Clients with other handicaps receiving counseling 20

ADMINISTRATIVE

Frank E. Kern, Executive Director
William R. Whitmore, Associate Executive Director
Robert J. White, Sales Manager
Vena Moore, Personnel Supervisor
Karla Horrell, Accountant
Beth Rose, Payroll Clerk

Clients receiving placement assistance 13

Blind or visually impaired students enrolled in the EAB College Program at U of E 13

INDUSTRIAL DIVISION

Henry Vaught, Plant Manager
Tony Goebel, Assistant Plant Manager
Irene Brakle, Supervisor
Gordon Brown, Maintenance Assistant
Jaun Dewas, Inventory Control Clerk
Otis Gentry, Maintenance Supervisor
Walter Hassel, Supervisor, Shipping & Receiving
James Lilly, Director, Maintenance Training
Earl Lockyear, Consultant, Industrial Engineering
Donald R. Nalin, Maintenance Assistant
William Tribble, Maintenance Supervisor

Visually impaired or blind clients in work adjustment 13
Clients with other handicaps in work adjustment 18

Wick and Janitorial Items \$260,347

Mop Sales \$1,001,245

Subcontract Sales \$741,646

Total Sales \$2,003,238

Blind and visually handicapped workers 44
Workers with other than visual handicaps 105
Handicapped workers employed at off-site work operations 16

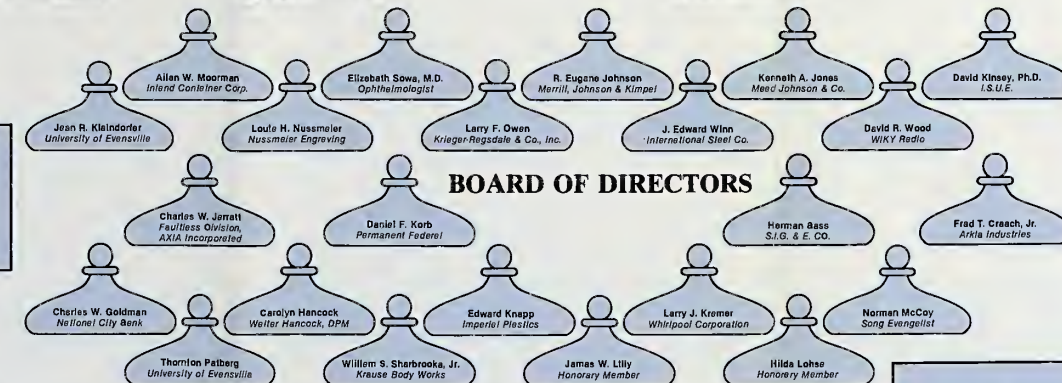
182 persons earned a combined total of \$543,259

Non-operational Sales \$3,247

COMMUNITY SERVICES DIVISION

Sandra Craven, Community Services Coordinator

Children screened in Preschool Eye Screening program 1619



LIGHTHOUSE GUILD

President
Mrs. George Veech
1st Vice Pres.
Mrs. James Peterson
2nd Vice Pres.
Mrs. Julia R. Lee
Secretary
Mrs. Ben Hammerstein
Treasurer
Mrs. John Hammerstein

PRESIDENT'S MESSAGE

To celebrate our 60th year of service to the community, our Association undertook a broad assessment of where we've been; where we are not; and where we should be headed for the future.

The result of this assessment was the establishment of several goals for both short range and long range guidance. Briefly stated, the goals are as follows:

1. Maintain a progressive status in the rehabilitation field by expanding the Association's exposure as a service organization.
2. Identify all possible clients and define our geographic area of service.
3. Widen product and contract base for workshop to develop jobs for out-site placement and decrease dependency on government funding. Develop long and short range marketing plans.
4. Expand program — low vision service, Infant/parent; vocational education; housing, etc.
5. Develop management techniques for improved employee/employer communication.
6. Better acquaint the non-handicapped with the potential of the handicapped.

Obviously, there are many sub-headings and strategies involved with the implementation of these plans which could greatly increase the volume of this list. We feel, however, that achievement of these goals will accomplish great improvements in all functions, ranging from service to the community to basic good management of our resources.

This entire procedure could be considered an implementation of last year's theme, "Striving for Excellence". We feel this is the continuing theme that has guided our staff and volunteers in the past and that the adoption of our goals will undergird our present and future "Strivings for Excellence".

Allen W. Moorman

RESTRICTED FUNDS

Visually Impaired persons benefited from services funded by special restricted funds. \$4,230 was spent on recreational activities such as picnics, dinners and the Philharmonic. \$1,329 was spent on medical and eye treatment expense and transportation to medical facilities. \$1,121 was spent for financial assistance and food baskets. \$1,568 was spent for rehabilitation expenses and \$1,760 was spent in providing canes and orientation and mobility training.

Blind Roster 497

Services provided to blind or visually impaired homabound
Home visits 107
Phone contacts 318

Special activities for blind or visually impaired persons
Fall Picnic 15
Thanksgiving Baskets 20
Shrine Circus 27
Christmas Party 125
Spring Picnic 21

74 nursing home in-services attended by 1238 staff persons at 23 facilities

Financial Statements

STATEMENT OF SUPPORT, REVENUE, AND EXPENSES AND CHANGES IN FUND BALANCES Year Ended June 30, 1983 With Comparative Totals for 1982

	Current Funds	Restricted	Land, Building and Equipment Fund	Total All Funds
	1983	1982	1983	1982
Public Support and Revenue				
Received directly	13,116	—	—	13,116
Gifts from trusts	50,855	12,011	—	62,866
Totals received directly	181,981	12,011	—	193,992
Received indirectly — allocated by United Way of Northwestern Indiana	3,294	—	—	3,294
Total public support	191,275	12,011	—	203,286
Other Revenue				
Production, consumer, and packaging sales	2,003,239	—	—	2,003,239
Program service fees	56,188	—	—	56,188
Investment income — net	21,071	—	—	21,071
Gain on sale of investments — net	618	—	—	618
Total other revenue	2,081,056	—	—	2,081,056
Total Public Support and Revenue	2,272,331	12,011	—	2,284,342
Expenses				
Program services	1,699,062	—	13,524	1,712,586
Sheltered employment	81,443	10,783	399	92,625
Work conditioning	67,260	—	1,260	68,520
Personal adjustment	21,071	—	—	21,071
College program	21,071	—	—	21,071
Cost of equipment	3,448	—	58	3,506
Deaf services	1,883,320	10,783	13,351	1,907,454
Total program services	1,883,320	10,783	13,351	1,907,454
Supporting services	183,894	—	2,890	186,784
Administrative	51,377	—	38	51,415
Sales	159,895	—	19,067	178,962
Occupancy	395,116	—	417,111	812,227
Total supporting services	2,290,436	10,783	2,338,965	2,469,978
Total Expenses	(18,105)	1,228	(37,346)	(54,223)
EXCESS (DEFICIENCY) OF PUBLIC SUPPORT AND REVENUE OVER EXPENSES				
	(18,105)	1,228	(37,346)	(54,223)
Other Changes in Fund Balances				
Property and equipment acquisitions	(23,374)	—	23,374	—
Property and equipment disposals	5,200	—	(5,200)	—
Sale of equipment	567,135	16,511	994,902	1,578,548
Fund Balances at Beginning of Year	550,886	17,739	935,730	1,504,355
FUND BALANCES AT END OF YEAR	550,886	17,739	935,730	1,504,355

The accompanying notes are an integral part of these financial statements.

STATEMENT OF FUNCTIONAL EXPENSES Year ended June 30, 1983 With Comparative Totals for 1982

	Program Services						Supporting Services				Total		
	Sheltered Employment	Work Conditioning	Personal Adjustment	College Program	Community Services	Deaf Services	Total Program	Administrative	Sales	Occupancy	Total Supporting	1983	1982
Employee Compensation													
Salaries and wages	502,810	65,702	49,422	2,080	16,345	8,558	644,917	133,925	29,389	83,392	246,706	891,623	977,683
Employee benefits	32,783	4,771	4,766	—	2,054	299	44,873	11,284	4,023	6,845	22,152	66,825	80,295
Payroll taxes	34,412	4,337	3,148	139	1,064	531	43,631	8,409	1,894	5,543	15,846	59,477	63,016
	570,005	74,810	57,336	2,219	19,463	9,388	733,221	153,618	35,306	95,780	284,704	1,017,925	1,100,994
Other													
Supplies	22,720	93	704	526	220	—	24,263	3,612	1,221	3,589	8,422	32,685	32,886
Services purchased	44,849	—	285	240	—	—	45,174	3,839	410	3,882	8,141	53,315	55,059
General expenses	1,061,688	6,540	8,925	14,081	1,363	80	1,092,662	22,815	14,440	56,594	93,849	1,165,511	1,227,345
Restricted expenses	—	10,783	—	—	—	—	10,783	—	—	—	10,783	10,005	
	1,129,057	17,416	9,914	14,847	1,588	60	1,172,882	30,266	16,071	64,075	110,412	1,283,294	1,325,395
Expenses Before Depreciation	1,699,062	92,228	67,250	17,066	21,051	9,448	1,906,103	183,884	51,377	159,655	395,116	2,301,219	2,428,389
Depreciation of Building and Equipment	13,524	399	1,260	—	110	58	15,351	2,890	38	19,067	21,995	37,346	34,589
TOTAL EXPENSES	1,712,586	92,625	68,510	17,066	21,161	9,506	1,921,454	186,774	51,415	178,922	417,111	2,338,565	2,460,978

The accompanying notes are an integral part of these financial statements.

NOTES TO FINANCIAL STATEMENTS June 30, 1983 and 1982

Note 1 — Accounting Policies and Standards of Reporting

Investments are carried at cost or, in the case of gifts, at the market value on the date given. Inventories are carried at the lower of cost (primarily first-in, first-out) or market. Property and equipment, consisting of buildings and machinery and equipment, is stated principally at cost. Provisions for depreciation of property and equipment have been computed on the straight line method at rates based on their estimated useful lives. The statement of support, revenue, and expenses and changes in fund balances includes the total public support and revenue of the Association, including restricted funds for which the Association is subject to limitations formally stated by the donors. All contributions are considered to be available for unrestricted use unless specifically restricted by the donor.

Note 2 — Long-Term Debt

Long-term debt at June 30, 1983 and 1982 consisted of the following:

	1983			1982
	Current	Long-Term	Total	Total
Note payable, individual, 6%, payable \$750 semi-annually, due February 28, 1983	— 0—	— 0—	— 0—	1,500
Note payable, individual, 9%, payable \$750 semi-annually, due November 30, 1989	1,500	8,250	9,750	11,250
	1,500	8,250	9,750	12,750

The above notes are secured by real estate.

Current maturities of long-term debt as of June 30, 1982 amounted to \$1,500 for each of the next five years.

Note 3 — Investments

Market values and unrealized appreciation (depreciation) at June 30, 1983 and 1982 are summarized as follows:

	1983		1982	
	Cost	Quoted Market Value Unrealized Appreciation (Depreciation)	Cost	Quoted Market Value Unrealized Appreciation (Depreciation)
Preferred stock	31,262	13,444 (17,838)	33,017	13,247 (19,770)
Common stock	6,701	14,655 7,954	5,029	7,383 2,354
Notes and certificates	137,000	139,406 2,406	177,000	176,670 (330)
TOTAL	174,963	167,505 (7,478)	215,046	197,300 (17,746)

Note 4 — Retirement Plan

The Association has a defined contribution retirement plan which covers substantially all staff members. Retirement expense for the years ended June 30, 1983 and 1982 was \$16,914 and \$16,327, respectively. It is the Association's policy to fund retirement costs accrued.

Note 5 — Organization and Purpose

The Evansville Association for the Blind, Inc., was founded in 1917 and incorporated on April 13, 1923. The Association was reorganized on December 23, 1975, under the Indiana Not-for-Profit Corporation Act of 1971, and is qualified as an exempt organization under Section 501(c)(3) of the Internal Revenue Code of 1954, as amended. The Association has for many years operated a sheltered workshop for the blind and, in recent years, has consistently moved further into the area of rehabilitation services.

Note 6 — Major Customers

The Association made sales to two major customers of \$977,839 and \$313,927. This accounted for 48% and 15% of total sales, respectively.

Note 7 — Inventory

Inventory consisted of the following at June 30, 1983 and 1982:

	1983	1982
Raw Material	81,751	112,270
Work-in-Process	8,081	40
Finished Goods	139,044	50,544
	228,876	162,854

EVANSVILLE ASSOCIATION FOR THE BLIND, INC. BALANCE SHEET

LIABILITIES AND FUND BALANCES June 30, 1983 and 1982

	1983	1982
ASSETS		
Current Fund		
Cash	94,027	21,941
Accounts receivable	168,777	280,170
Investments — Note 1	2,003,239	2,003,239
Prepaid expenses	10,726	13,987
Total Current Assets	503,406	459,832
Other Assets		
Investments — Note 3	174,983	215,046
Long-Term Debt, less current Fund Balance	—	—
Total Current Liabilities	139,283	96,993
Restricted Fund Balance	17,739	16,511

	1983	1982
Property and Equipment Fund		
Property and equipment	236,405	236,405
Building — Note 2	864,866	864,866
Machinery and equipment	130,287	125,496
Office and service equipment	13,331	12,856
Furniture and fixtures	31,850	23,537
Less accumulated depreciation	(341,019)	(306,276)
Fund Balance	935,730	954,902

The accompanying notes are an integral part of these financial statements.

Board of Directors
Evansville Association
for the Blind, Inc.
500 Second Avenue
Evansville, Indiana 47710

Harding
SHYMANSKI
CPA
FIRM
1000
Evansville, Indiana 47710

We have examined the balance sheet of Evansville Association for the Blind, Inc., as of June 30, 1983, and the related statement of support, revenue, and expenses, and the statement of changes in fund balances, and we have also examined the accounting records and supporting documents therefor. In our opinion, the financial statements referred to above present fairly the financial position of Evansville Association for the Blind, Inc., as of June 30, 1983, and the results of its operations and changes in fund balances for the year then ended, in conformity with generally accepted accounting principles applied on a basis consistent with that of the preceding year.

Harding, Shymanski & Company
August 3, 1983



Evansville Association for the Blind, Inc.
500 Second Avenue
Evansville, Indiana 47710

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